

Message Text

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PAGE 01 LIMA 03314 181720Z POSS DUPE
ACTION COME-00

INFO OCT-01 ARA-14 ISO-00 EB-08 CCO-00 PASO-00 /023 W
-----061621 201538Z /47

R 181444Z APR 78
FM AMEMBASSY LIMA
TO SECSTATE WASHDC 9642

UNCLAS LIMA 3314

EO 11652: N/A
TAGS: BENC, PE
SUBJ: MAJOR PROJECT: CUSCO GENERAL HOSPITAL

REF: (A) STATE 090684, (B) LIMA 2266

(PLEASE INFO JOHN G. FOTI, DIRECTOR OVERSEAS DEVELOPMENT,
HLW INTERNATIONAL, 2 PARK AVENUE, NEW YORK, NY 10016.)

1. FOLLOWING RECEIPT OF REFTEL A, EMBASSY CONTACTED JULIO PEREZ ZAPATA, INDIVIDUAL AT SOCIAL SECURITY ADMINISTRATION (SEGURO SOCIAL DEL PERU - SSP) IN CHARGE OF SUBJECT PROJECT. HE STATED THAT HE WROTE TO EMBASSY IN DECEMBER RE CUSCO GENERAL HOSPITAL BUT OUR LOG DOES NOT SHOW ANY LETTER FROM SSP HAVING BEEN RECEIVED. FURTHERMORE, WE HAVE CHECKED BACK COPIES OF THE OFFICIAL GAZETTE FOR FULL MONTHS OF JANUARY AND FEBRUARY AND FIND NO PUBLIC NOTICE FROM SSP INVITING INTERESTED FIRMS TO PRESENT LETTERS OF INTENTION. EMBASSY'S FIRST CONTACT WITH SR. PEREZ WAS ON MARCH 13 WHEN HE TELEPHONED TO ASK FOR ASSISTANCE IN INTERESTING U.S. FIRMS IN THIS MAJOR PROJECT ON BASIS OF WHICH WE PREPARED REFTEL B.

2. DESPITE APPARENT CONTRADICTION RE NOTIFICATION, NO IRREPARABLE DAMAGE HAS BEEN DONE TO US INTERESTS. ACCORDING TO PEREZ, NO STRICT TIMING HAS BEEN SET AND OPPORTUNITY FOR FOREIGN FIRMS TO PRESENT THEIR LETTERS OF INTENTION AND BROCHURES IS STILL OPEN. SSP EXPECTS TO RECEIVE ALL LETTERS FROM
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INTERESTED FIRMS BY THE END OF APRIL. PEREZ IS PARTICULARLY INTERESTED IN RECEIVING OFFERS FROM LARGE, FIRST-CLASS COMPANIES WITH FINANCING CAPABILITY AS FINANCING FOR TOTAL FOREIGN COMPONENT OF PROJECT MUST BE PROVIDED BY PARTICIPATING FIRM. HE SAID THAT SSP WOULD WELCOME SKIDMORE OWINGS AND MERRILL LETTER OF INTENTION.

3. INFORMANT MENTIONED THAT FOLLOWING AMERICAN FIRMS HAVE
ALREADY EXPRESSED INTEREST:

- A. AMERICAN MEDICAL INTERNATIONAL, INC.,
BEVERLY HILLS, CA
- B. WINGS INTERNATIONAL INC. WITH BELLANT, CLAUS,
MILLER AND NOLAN,
LOS ANGELES, CA
- C. HLW INTERNATIONAL WITH OPEC-AMERICAN CAPITAL CORP.,
NEW YORK, NY

THERE ARE ALSO PARTICIPANTS FROM OTHER COUNTRIES BUT PEREZ
WOULD NOT PROVIDE THEIR NAMES.

4. PEREZ INFORMED FURTHER THAT PROJECT FEASIBILITY STUDY
CARRIED OUT BY SSP'S OWN PROFESSIONALS HAS BEEN COMPLETED.
THIS IS A TURNKEY PROJECT AND CONTRACTOR TO BE SELECTED
MUST UNDERTAKE AS PACKAGE DESIGN, CONSTRUCTION AND EQUIPPING.
PEREZ INDICATED THAT FINAL CONTEST FOR SELECTING CONTRACTOR
WILL BE CALLED WHEN CONTEST DOCUMENTS AND TERMS OF REFERENCE
(PRESENTLY UNDER PREPARATION) ARE APPROVED, PROBABLY WITHIN THE
NEXT TWO MONTHS. CONTEST WILL ONLY BE OPEN TO FIRMS WHICH
PRESENTED THEIR LETTERS OF INTENTION.

5. SSP HAS FUNDS TO FINANCE DOMESTIC CURRENCY COMPONENT OF
PROJECT BUT WILL NEED TOTAL FINANCING FOR FOREIGN COMPONENT.
HE THEREFORE EMPHASIZED THAT PARTICIPATING FIRMS MUST BE IN
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POSITION TO PROVIDE ADEQUATE FINANCING.
SHLAUDEMANN

NOTE BY OC/T: LIMA 3314 PASSED ABOVE ADDRESSEE.

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NNN

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Draft Date: 18 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Litigation Codes:
Litigation History:
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